



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500  
FAX: (302) 739-2711  
WEBSITE: WWW.DPR.DELAWARE.GOV

<b>PUBLIC MEETING MINUTES:</b>	<b>REAL ESTATE EDUCATION COMMITTEE</b>
<b>MEETING DATE AND TIME:</b>	<b>Wednesday, April 2, 2009 at 9:30 a.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b>
<b>MINUTES APPROVED</b>	May 7, 2009

**MEMBERS PRESENT**

Michael L. McGavisk, New Castle County, Professional Member, Chairperson, Presiding  
Larry Tims, New Castle County, Professional Member, Vice Chairperson  
Barbara Mitchell, Sussex County, Public Member  
Roger Truemper, Esquire, New Castle County, Public Member  
Geri Parisi, New Castle County, Professional Member  
Tim Riale, Sussex County, Professional Member  
Edward T. Hammond, Jr., Kent County, Professional Member  
Frani Melda, Kent County, Professional Member  
Susan Mills, Sussex County, Professional Member  
Karen Hamilton, Sussex County, Professional Member

**MEMBERS ABSENT**

Linda Brannock, Kent County, Professional Member

**DIVISION STAFF**

Sauna Slaughter, Administrative Specialist II

**ALSO PRESENT**

Vincent White, DREC

**CALL TO ORDER**

Mr. McGavisk called the meeting to order at 9:42 a.m.

**REVIEW OF MINUTES**

A motion was made by Mr. Tims, seconded by Ms. Hamilton, to approve the March 5, 2009 minutes as presented. Motion carried with Ms. Mills abstaining.

**UNFINISHED BUSINESS**

Discussion Regarding Course Monitor Responsibilities

Mr. McGavisk advised the Committee that the Real Estate Commission sent back the draft of proposed changes to section 8.0 of the Education Guidelines regarding monitor responsibilities with suggested changes. The Commission suggested removing the sentence that states, "cell phones, electronic devices, and reading material not related to the course or activity, may not be used during class time." Mr. White advised the reason that the Commission suggested to remove this sentence. The Commission believed that it was too restrictive because some participants may use electronic devices to take notes. The Committee advised that they included the verbiage "not related to the course or activity", so they did not restrict usage as long as it is related to the course. They also explained to Mr. White that there have been complaints from course monitors expressing their concern about having no written guidelines regarding their responsibilities. The draft will be forwarded back to the Real Estate Commission for review at the next meeting. Mr. McGavisk will attend the meeting to discuss the proposed changes with the Commission.

## **NEW BUSINESS**

### **Review of Letters of Intent and Course Evaluations**

A motion was made by Mr. Truemper, seconded by Ms. Parisi, to accept all letters of Intent and course evaluations as submitted. Motion unanimously carried.

### **Review of Course Provider Applications**

A motion was made by Ms. Mitchell, seconded by Mr. Melda, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

#### **Course Provider: Sussex County Association of Realtors**

Course Title: Maximizing Your Marketing Strategies **Approved**  
Credit Hours: 3

#### **Course Provider: Delaware School of Real Estate**

Course Title: Environmental Concerns & the Green Movement **Approved**  
Credit Hours: 3  
Course Title: Hot Topics in Real Estate **Approved**  
Credit Hours: 3

#### **Course Provider: Rich Castro & Company**

Course Title: Certified Real Estate Negotiator **Approved as Professional Enhancement**  
Credit Hours: 3

#### **Course Provider: McKissock, LP**

Course Title: Real Estate Mathematics **Approved**  
Credit Hours: 3

### **Review of Instructor Applications**

A motion was made by Mr. Tims, seconded by Mr. Truemper, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Rich Castro **Approved**

Continuing Education: Professional Enhancement: Certified Real Estate  
Negotiator

Michael Davis **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Broker  
Core Course/Delaware Real Estate Commission Property Management  
Course/Professional Enhancement: Short Sale Pitfalls and  
Practice/Housing & Economic Recovery Act 2008/Impacts of 2009 Bailout

on Real Estate/Risk Management Practice for Realtors/Real Estate Law  
Update/Legal Quirks and Pitfalls for Realtors/Real Estate Law Updates for  
Realtors

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents/Financing/Ethics/Legal and Governmental Aspects of  
Real Estate/Real Estate Investment

K. William Scott **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Broker  
Core Course/Delaware Real Estate Commission Property Management  
Course/Professional Enhancement: Any Law Related Courses

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents/Legal and Governmental Aspects of  
Real Estate

James Woods **Approved**

Continuing Education: Legislative Update/Salesperson Core Course

Pre-Licensing Course: Orientation/Real Estate Law/Real Estate Mathematics

Broker's Course: Legal and Governmental Aspects of Real Estate/Mathematics

James Waggoner **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Broker  
Core Course/Delaware Real Estate Commission Property Management  
Course/Professional Enhancement: Fair Housing Law, Anti-Trust Law,  
Real Estate Ethics, Agency Relationships & Responsibilities, GRI 101,  
201, 301, 401, 501, 601

Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics

Broker's Course: Brokerage/Real Estate Documents/Valuing Real  
Property/Financing/Ethics/Real Estate Investment/Mathematics

Dee Henderson Hake **Approved**

Continuing Education: Real Estate Ethics or Professional Standards/Agency  
Relationships or Responsibilities/Salesperson Core Course/Broker Core  
Course/Professional Enhancement: Contract Writing/CIS & Other  
Forms/The Buyer Counseling/The Listing Presentation

Pre-Licensing Course: Orientation/Real Estate Sales

Broker's Course: Real Estate Documents/Ethics

Skip Smith **Approved**

Continuing Education: Professional Enhancement: Financing

Broker's Course: Financing

John Skrobot, III **Approved**

Continuing Education: Professional Enhancement: Financing

Broker's Course: Financing

Edward Adams **Approved**

Continuing Education: Salesperson Core Course/Broker Core Course/  
Delaware Real Estate Commission Property Management Course

Pre-Licensing Course: Real Estate Sales/Real Estate Mathematics

Broker's Course: Brokerage/Financing/Ethics/Mathematics

Danielle Benson **Approved**

Continuing Education: Salesperson Core Course/Broker Core Course/  
Professional Enhancement: Working with Buyers/Working with Sellers

Pre-Licensing Course: Orientation/Real Estate Sales

Broker's Course: Brokerage/Ethics

A motion was made by Mr. Truemper, seconded by Ms. Mitchell, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Student Name:	Randy Martin	<b>Approved Contingent upon verification of ARELLO Approval</b>
Activity Title:	Florida Bert Roger Schools of Real Estate	
Credit Hours:	9	

Ratify Committee Chairman's Decision to Extend Course Hours from 2 Hours to 3 Hours for Davis Law Course "Navigating Short Sales: Pitfalls and Practice Tips"

A motion was made by Mr. Hammond, seconded by Mr. Truemper, to ratify the Mr. McGavisk's decision to extend the course hours from 2 hours to 3 hours for the Davis Law course entitled "Navigating Short Sales: Pitfalls and Practice Tips." Motion unanimously carried.

Review Resume for Joseph Giordano - Candidate to Fill Education Committee Public Member Vacancy in Kent County

The Committee reviewed Mr. Giordano's resume, which he submitted for review to be appointed to the Education Committee to fill the Kent County public member vacancy. Mr. Melda made a motion, seconded by Mr. Hammond, to recommend to the Real Estate Commission that Mr. Giordano be appointed to the Education Committee. Motion unanimously carried.

**Correspondence**

There was no correspondence.

**Other Business Before the Committee** (for discussion only)

Mr. McGavisk advised the Committee that there was some feedback recently received from commercial brokers who do not feel that they get any benefit from the 6 Hour Broker Core Course that is required for license renewal. They suggested that the Commission develop a new mandatory course that commercial brokers could take instead of the traditional 6 Hour Broker Core Course. Mr. McGavisk advised that an ad hoc committee has been formed to discuss this issue. There will be a meeting on April 3, 2009 at 2:00 p.m. at Dan Lesh's office. All Committee members were invited to join if they wish to.

Mr. McGavisk asked the Education Committee to start thinking of ideas for Annual Seminar topics. Mr. White confirmed that the Real Estate Commission will be holding Annual Seminar in September at PolyTech Adult Education Center. The Commission usually asks the Education Committee to assist with choosing topics and developing the agenda.

Mr. McGavisk advised the Committee that he was recently informed that Maryland is working on legislation that would require that their licensees obtain 13.5 CE hours of Maryland specific coursework for each licensing period. This would mean that they would not be able to use that CE towards their Delaware CE requirement, because Delaware does not accept Maryland specific coursework. This means that licensees licensed in Delaware and Maryland may soon have to have more CE to meet the requirements of both states.

**Public Comment**

Mr. White asked if there were any provisions in Delaware's code regarding credit repair. Mr. Truemper advised that there is proposed legislation that would limit the fees that are paid to individuals providing credit repair services, and that payment of the fees may be suspended until the client's credit is repaired. Mr. White asked

if a license is required to provide credit repair services. Mr. Truemper advised that it is not currently required, but he thought there may be proposed legislation to require a license.

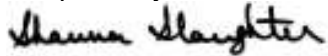
**Next Scheduled Meeting**

The next meeting will be held on Thursday, May 7, 2009 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

**Adjournment**

There being no further business, Mr. Truemper made a motion, seconded by Ms. Mitchell, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:43 a.m.

Respectfully submitted,



Shauna Slaughter  
Administrative Specialist II